

INTERNATIONAL PORT AND SHIPPING ENGLISH

国际港航英语

编 著 王晓萍



东方剑桥行业英语系列教材



ZHEJIANG UNIVERSITY PRESS

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前言

Preface



本书旨在帮助学生和国际港航业务相关从业人员积累国际港航业务方面的常用英语术语和表达方式，增加对国际港航业务基本概念、港口货物作业、海运运输方式、港口管理、港口物流、航运服务、航运保险、航运法规等方面的了解，培养并提高对专业英文教材或文献的阅读理解能力和对专业问题的英文交流与表达能力，让学生和国际港航业务相关从业人员在学习本书的过程中，获得用英语获取知识、进行专业表达和交流的体验。本书以高等院校物流管理（国际航运管理）专业高年级学生为主要读者对象，也适合于国际港航业务相关从业人员，如港口管理、海运企业、货运代理、船舶代理、港口物流、国际贸易等领域从业人员自学国际港航专业英语之用，也可作为这些领域相关企业或公司的培训用书使用。

本书在编写过程中遵循了以下原则：一是专业性。无论是课文，还是补充阅读材料，选材均体现国际港航业务典型的、核心的、最新颖的内容，使学生和国际港航业务相关从业人员获得有效的专业知识的扩展。专业英语能力的训练尊重语言运用的实际需要，以输入性的阅读训练为主，兼顾口头和书面的表达，在练习的编写上充分体现了这种综合性的语言训练目标。二是综合性。无论是国际港航业务专业知识的学习还是英语语言能力的训练，在内容和方法上均力求丰富多样，力求体现综合性。规范权威的课文选材辅之以扩展性的国际港航发展动态及与港航相关的知识或港口的介绍，使学生和相关的国际港航业务从业人员能接触不同类型的专业英文文献。除教师指导下的课文精读外，开放式专业话题的讨论、专业文献的翻译、补充材料的拓展阅读等不同形式的练习有助于调动学生的学习积极性，实现多种能力的综合训练。英语语言能力的训练力求体现综合性和丰富性，不局限于阅读能力，尊重教学需要，精选课文，精编练习，遵循专业英语学习的规律，通过学习国际港航专业知识提高英语实际运用能力以及语言技能。三是国际性。书中内容充分反映出国际港航业务的国际性特点。在精读的课文和补充阅读的材料中，包含着大量的专业术语、国际规则与国际公约，而这些均是国际标准与国际通用的航运术语。此外，书中内容还包含着大量最新的国际发展动态，从而使使用本书的学生和国际港航业务相关从业人员在提高专业英语水平的同时，又能进一步熟悉并掌握

这些实用性很强的术语，理解国际港航业务中的国际规则与国际公约，了解最新的国际港航发展动态，从而使其所学的内容能与国际接轨，并能与时俱进，进而助其提高综合素质。

本书的主要特点如下：一是专业知识权威。课文主要选材于原版专业资料，内容涉及国际港航专业中的主要内容，有利于学生和国际港航相关从业人员加强专业知识的补充和积累。二是学习内容丰富。通过课文积累专业词汇、学习国际港航专业基本知识；通过补充阅读了解国际港航专业的重要概念、最新发展动态以及与国际港航相关的知识与组织机构。三是教学辅助充分。书中提供的单元梗概、课文注释、口笔形式的练习以及在浙江大学出版社官方网站 (<http://www.zjupress.com>) 中作为参考文件提供的专业术语词汇表、相关附录和部分练习答案等精心编制的内容为教师展开课堂教学提供了切实有效的支持和帮助。四是能力训练多样。本书不局限于英文阅读能力的训练，还兼顾英文的专业沟通能力和表达、中英专业文献的互译、用英文获取专业知识或信息等多种能力的培养和训练。五是课时要求灵活。本书能满足每周 2~4 学时的不同教学需要。教师可以方便地根据所在院校的具体情况对学习内容进行取舍。

本书是在编者为本本科生编写的讲义基础上修订而成的，经过多届学生的使用后，结合教学与科研的最新成果全面修订后加以出版的。在本书出版之际，尤其要感谢浙江大学出版社的张琛编辑和陈丽勋编辑，正是她们的大办协助和严谨的审校工作，才使本书得以顺利出版。同时，也要感谢我的家人在编写本书中所给予的理解与支持。

在本书的编写过程中，所参阅的文献除了在参考书目中列出的部分外，还包括了大量相关的报刊文章以及网络资料。鉴于参阅的相关文献数目较多，无法一一列出，在此谨向所有相关的作者致以真挚的感谢。

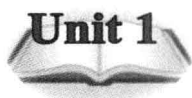
由于本书作者能力所限，书中纰漏之处在所难免，恳请同行专家、学者及读者批评指正。

编者

2013 年 6 月

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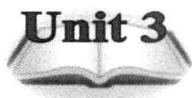
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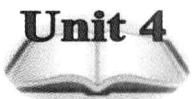
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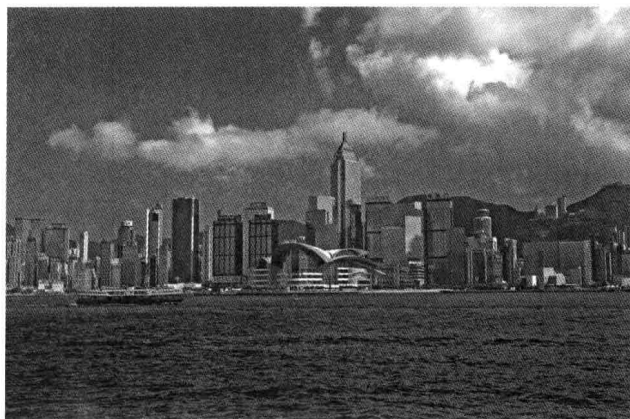
Unit 1 Maritime Transport



Part A Unit Outline

This unit provides a brief introduction to maritime transport, which plays a key role in a nation's economy development.

- ◆ *It is essential to study maritime transport because maritime transport is of huge economic significance as a service sector in its right but also as an indispensable ancillary activity for international trade. Meanwhile, maritime transport chain comprises three components: the ocean carriers, the domestic ports, and the foreign ports.*
- ◆ *Maritime transport can be categorized as liner shipping, charter shipping, and industrial shipping, and it is the most carbon-efficient mode of transport, which is a major environmental advantage.*
- ◆ *In modern times, maritime transport presents some important trends, such as maturity of the containerization cycle, containerization of commodities, rationalization of the shipping and port industries, wide application of information technologies, and automation of terminal operation.*
- ◆ *Maritime transport industry constitutes economic activities which have some direct and indirect relationship with the sea, and is often associated with shipping lines and associated services providers.*
- ◆ *E-commerce has had a profound impact on maritime transport, and posed new challenges to the maritime transport system and calls for fundamental changes in the maritime transport system in various ways.*
- ◆ *Some organizations such as ocean shipping company, ocean shipping agency, stevedoring company, tally company and container company are concerned with maritime transport.*
- ◆ *International maritime transport, maritime auxiliary services, port services, and multimodal transport-integrated services are the four pillars of maritime transport.*
- ◆ *Shipping markets and shipping routes, IMO (International Maritime Organization), and London port are elaborated as the further reading materials.*



Part B Text Study

Maritime Transport

Maritime transport and economic development

Maritime transport, also named sea transport, marine transport, or ocean transport, refers to seaborne transport, and is the major conduit of international trade. Maritime transport has grown in parallel with the seaborne trade or international trade, and its development has experienced strong growth and profound changes over recent decades. Freight volumes and container traffic in particular have grown with the intensification of global trade and the geographical dispersion of production.



Maritime transport attaches great weight to the development of international trade and further national economy by transferring the economic wealth accrued from handling enormous cargo volumes and their processing to the hinterland and then conveying it to the national economy. Nowadays, about 90 percent of all trade in goods (by volume and by weight) is carried by sea. There is a close relationship between efficient shipping services and prospects for economic development. Maritime transport services account for about 10 percent of all trade in services, and have reached 3 percent annual growth rate over last decade. In short, maritime transport is of huge economic significance as a service sector in its own right but also as an indispensable ancillary activity for trade in goods.¹

Maritime transport chain

The movement of seaborne trade involves a transport system consisting of five components. The first component is the land carriers serving the domestic ports. Broadly speaking, this encompasses the whole domestic transport system, which may involve road transport on trucks or railroad, water transport on barges on inland waterways, or coastal transport. The second component consists of the domestic ports with all the related facilities such as quays, tugs, warehouses, storage and cargo handling equipment, where the goods transfer takes place. The third component refers to the ocean carriers including domestic as well as foreign flag ships that may be chartered or owned and engaged in liner or charter operations. The fourth component is foreign

ports, together with their equipment, where unloading takes place. The fifth and final component is land carriers serving the foreign ports, i.e. the receiving country's transport system.

The maritime transport system comprises three middle components: the ocean carriers, the domestic ports, and the foreign ports. However, maritime transport can not be viewed in isolation from the total transport system when the shippers make decisions on transport. Shippers will have to view the whole network to determine limitations and bottlenecks of their alternatives. Every transport mode offers possibilities and limitations. The key features making a maritime transport system attractive to many shippers are large capacity, low cost per transported unit, the least environmentally damaging mode of transport, and high flexibility with different types of services and ships for various transport needs.² However, maritime transport must be viewed as a slow mode of transport, and is characterized by need for activity and reliability, impact on the global economic system, extremely high value of the property and possible damage to transport of people and/or cargo.

Categories of maritime transport

Maritime transport falls into three groups: liner shipping (liner services), charter shipping (charter services), and industrial shipping (industrial services).

1. Liner shipping. Liner shipping means that a fleet of ships with a common ownership or management provide a fixed service, at regular intervals, between named ports, and offer transport to any goods in the catchment area served by those ports and ready for transit by their sailing dates. That is, liners operate on a scheduled service between a group of ports, and sail on scheduled dates and time irrespective of whether they are full or not. Shipment so made on liners is relatively small but frequent. The respective rights and liabilities of shippers and carriers are listed in the liner bill of lading (B/L) issued by the liner companies. Liner companies usually publish their sailing schedule in newspapers and distribute it among shippers and/or freight forwarders.

2. Charter shipping. Unlike the liners, a tramp does not sail on a fixed route and a fixed schedule, but goes all over the world in search of cargoes, primarily bulk shipments carried in complete shiploads. Tramp vessels are engaged under chartering on a time and voyage basis, and sometimes are chartered to supplement existing liner services to meet peak cargo shipment demands.

3. Industrial shipping. Industrial shipping refers to the services, which are not generally available in the market, for well defined ocean transport needs of large industrial enterprises that control services and ships either directly through ownership or through long term contracts. Industrial carriers, such as oil tankers, gas carriers, car carriers, mineral carriers, and paper carriers, are often purpose-built to cover transport needs which are not adequately met by independent shipping, and the shippers (e.g. oil companies owning large fleets of regular tankers) find it economical to control their own fleet. The operations and trade patterns of vessels in industrial carriage are often regular, and the vessels generally carry full (homogeneous) cargoes and may also

be used in other kinds of services.

Low environmental impact of maritime transport

Maritime transport is the most carbon-efficient mode of transport. According to a recent report of an International Maritime Organization (IMO) expert working group, international maritime shipping accounts for 2.7 percent of annual global greenhouse gas emissions. In addition, according to the analysis by the Swedish Network for Transport and the Environment, maritime shipping also produces fewer grams of exhaust gas emissions—including nitrogen oxides, hydrocarbons, particulates, carbon monoxide and sulfur dioxide—for each ton transported one kilometer than air, rail, or road transport.

The size and global nature of the shipping industry makes it important for the industry to continuously work to reduce its environmental impact, and there is evidence that the industry has made significant progress. A recent study by Lloyd's Register found that the fuel efficiency of container ships (4,500 TEU capacity) has improved 35 percent between 1985 and 2008. The comparison between a modern 12,000 TEU ship built in 2007 and a 1,500 TEU container in 1976 shows that the carbon efficiency on a per-mile cargo volume basis has improved 75 percent in 30 years. Furthermore, the millions of containers used around the world are now 98 percent recyclable and new IMO regulations also establish strict standards for vessels' nitrogen oxides, sulfur oxides and particulate matter emissions.

Some important trends of maritime transport

1. Maturity of the containerization cycle. Containerization has a business cycle which involves phases of introduction, growth and maturity. The last ten years has seen an acceleration of its adoption as the dominant mode supporting global supply chains, and its fast growth is usually followed by a phase of maturity. There is mounting evidence that containerization is entering a phase of maturity, implying that its future growth potential is more limited and likely linked to niche market opportunities. The maturity of containerization is likely to trigger a reallocation of ship assets along shipping routes to more closely reflect optimality in terms of capacity and level of service.³

2. Containerization of commodities. A general rise in commodity prices and growing demand in new markets have made many commodities more prone to be containerized from a value standpoint. Fluctuations and rises in bulk shipping rates, as evidenced by the Baltic Dry Index, have incited the search of options to bulk shipping. Volatility also makes long-term planning for bulk shipping complex and subject to risks. Relatively stable and even declining container shipping costs, particularly in light of rising commodity prices, renders the container even more attractive. The above converging factors support the containerization of commodities.

3. Rationalization of the shipping and port industries. The maritime shipping and port industries are facing the prospects of a rationalization of their assets and services. Maritime

shipping companies and terminal operators will reassess their capacity deployment and their pricing, thus having profound impact on the industry and global supply chains. It can be expected that port (market) size and productivity will be an important factor in this expected rationalization, and large ports could be less impacted than smaller ports because of their pricing power and better hinterland access. As the maritime sector now becomes less profitable, capital will be more difficult to secure and investment needs for new or expanded projects will be assessed more closely.

4. Wide application of information technologies (IT). IT has multiplying effects on maritime transport, particularly over the management of intermodal assets. IT widely applies to the loading and unloading sequence of containerships, stacking in container yards, navigation (GPS), scheduling (pick up and delivery), gate access, tracking the whereabouts of a container, and supply chain integration. Electronic Data Interchange (EDI) is also widely used because of a higher level of control over freight flows, particularly through vertical integration.

5. Automation of terminal operation. More stringent supply chain management practices, productivity pressures on terminal real estate, economies of scale in maritime shipping and better integration with inland freight distribution have incited various terminal automation strategies, which are capital intensive. Automation can be applied to three intermodal stages within the terminal. The first concerns transshipment with the loading and unloading sequence, the second relates to container tracking and yard management, such as stacking, and the third involves the interface between the terminal and inland transport systems.

Scope of maritime transport industry

The maritime transport industry constitutes economic activities that have some direct and indirect relationship with the sea. Several maritime activities are concerned with the exploitation of the resources of the sea and the seabed off shores. Many others are involved in some way or another with the sea trade on which a country's economy largely depends, whilst to some extent a variety of activities that derive their purpose from the supply of marine transport for different purposes. Thus, the maritime transport industry serves as an input into every other industry in the national economy and many of those across a country's borders, and in fact it is a fairly complex one, with some companies in the sector, involved in business that fall outside the ambit of the maritime transport industry.

The maritime transport industry of the economy is often associated with shipping lines involved in the carriage of cargo as well as including associated services providers. More specifically, economic activities in a country which share a relationship with the sea comprise amongst others the following: enterprises concerned with the marine transport of cargo and services ancillary to such transport; enterprises concerned with the manufacture, provision, maintenance, and repair of marine equipment, including marine craft; the commercial ports system, authorities responsible for the provision, and operation of navigational aids, including lighthouses; institutions

concerned with the rescue, salvage, and anti-pollution operations; government departments, and agencies concerned with international maritime relations, administration of maritime safety, the protection and conservation of the marine environment and law enforcement within a country's offshore jurisdiction; and institutions concerned with marine and maritime education, training, and resources.

E-commerce in maritime transport

E-commerce calls for fundamental changes in the maritime transport system in various ways, thus providers of maritime transport and related logistics services have to adapt their infrastructure, marketing, and customer service to provide support to the electronic market place.

1. Need of faster, more reliable, and more frequent services. E-commerce transactions are faster than traditional commercial transactions. The identification of products by importers, comparison of prices, ordering, invoicing, payment, and arranging for delivery can be automated and completed over very short periods of time. Traders in e-commerce will inevitably want to link their electronic sales to a transport or distribution system that meets their requirements. This will in turn put pressure on the maritime transport system to respond by providing faster, reliable, and more frequent services.

2. Increase in demand for maritime transport. E-commerce makes it possible for transactions to take place without limitations caused by distance between exporters and importers. This means that exporters can reach a much larger number of foreign customers directly, while importers get access to potentially unlimited sources of products. Also, importing and exporting take place without being constrained by availability of space in warehouses or sheds. All this helps to expand the scope of the foreign market and hence the number of physical origins and destinations for products to be transported around the world. In turn, it increases the overall demand for maritime transport.

3. Greater demand for information and communications technology (ICT). Given that the very essence of e-commerce is the processing of transactions by electronic means, it seems inevitable that maritime transport services and operations serving e-commerce will also need to rely to a considerable degree on information processed and transmitted electronically. Specifically, there will be increased demand for the application of advanced ICT in order to optimize the use of existing maritime transport networks.

4. Transformation of the traditional maritime transport chain. The emergence of e-commerce makes it possible for a given participant in the maritime transport chain to interact quickly and at low cost with any of the participants on the chain, without following the ordered sequence on the chain. For example, a carrier can deal online directly with shippers without using the services of agents. This opens totally new types of relationships and competitive forces between carriers, shippers, and middlemen in the maritime transport chain.

5. Need of comprehensive and integrated services. As e-commerce traders have to deal with numerous customers around the world, they prefer to use service providers that can supply

comprehensive and integrated services to meet their transport requirements, which traditionally have been supplied individually by freight forwarders, transport agents, transport companies, and financial and insurance companies. Because of large financial and logistics requirements for operating such integrated services, maritime transport service providers have entered into horizontal alliances with other transport service providers and also vertically with intermediaries such as freight forwarders, shipping agents, and insurance and financial institutions.

Some organizations related to maritime transport

The following organizations are concerned with both maritime transport and international trade: inspection organization, customs house, bank, freight forwarder, ocean shipping company, ocean shipping agency, maritime court, customs clearing agency, stevedoring company, tally company, container company, and the like.

1. Ocean shipping company. Ocean shipping companies own and operate shipping vessels for sea transport of cargoes. They specialize in carrying goods from the port/place of shipment to the port/place of destination. In China, the leading ocean shipping companies are China Ocean Shipping (Group) Company (COSCO Group) and China Shipping (Group) Company, and they are two of the top 20 liners in the world.⁴

2. Ocean shipping agency. Ocean shipping agency exclusively acts as a sole agent for all kinds of ships engaged in international civil service calling at ports. The scope of business of ocean shipping agency is to attend to the procedure for ship's entry into and departure from a port, arrange for pilotage and ship's berth, and arrange marine survey, ship's repairs and fumigation, etc.⁵

3. Stevedoring company. Stevedoring company plays a special role in international trade. Its key function is to provide service of cargo handling. It is responsible for loading cargoes onto vehicles or vessels and discharging cargoes from vehicles or vessels. Stevedoring company is the intermediary between the shipping lines and the transport operators, and provides shipside lifting to cargoes on and off vessels. For container cargo, the stevedoring companies also provide landside activities such as providing terminals for container transit, the storage and loading of containers on and off truck or rail transport, and the provision of vehicle booking systems.

4. Tally company. Tally company's chief responsibility is to count the quantity of the cargoes in the course of loading the cargoes. Tally can be divided into tally on shore and tally on board ships. The tally company normally should give a tally report after finishing tallying the cargoes. The tally company tallies cargoes on behalf of the cargo owner. The crew of the ship can sometimes tally cargoes for the shipping company.

5. Container company. A container company can be understood in three ways. Container transport company is responsible for carrying goods in standard containers, and it can be further divided into container shipping company carrying goods in containers by special container ship and container land transport company carrying goods in containers by special trucks. Container manufacturing company manufactures standard containers based on the ISO standards. Container